



## Del. among leaders in medical technology jobs

By GARY HABER, The News Journal

Delaware has one of the highest concentrations of workers in the medical device industry, and those high-paying jobs are helping drive the state's economy, according to a new study.

In Delaware, 3,067 people work in medical technology -- a field that includes developing and manufacturing everything from lab equipment to surgical instruments.

Those workers had an average salary of \$64,102 and the companies that employed them had a total payroll of more than \$196.6 million, according to the study by The Lewin Group, a health research company.

Delaware, given the relatively small size of its employment base, had more than 2.5 times more medical technology workers than would have been expected, the study found.

That ranked the state second, behind only Utah, which had slightly more than three times more medical technology workers than would have been predicted.

Overall, Delaware ranked 28th among the 50 states and the District of Columbia in medical technology employment.

California was first with 72,485 medical technology workers. Neighboring New Jersey ranked fifth, with 17,953 medical device workers. Pennsylvania was No. 6 with 17,482 workers, and Maryland was No. 25 with 3,867 employees in the field.

Among the companies in the industry with local ties are DuPont Co., whose Safety & Protection unit makes surgical scrub suits, and Dade Behring Holdings Inc., a maker of medical test equipment and supplies, which employs about 1,250 people at a manufacturing and research and development complex in Glasgow.

Others include Dentsply International Inc.'s dental caulk division, which employs about 430 people in Milford. Workers there develop and manufacture composite materials for fillings and dental impressions, among other products.

Delaware jobs in medical technology paid well above the average salary for all jobs in the state, both in the public and private sectors, which was \$46,285 last year.

The Lewin Group's study found that Delaware's medical device companies sold more than \$1.2 billion worth of products last year. For every medical technology industry job in the state, more than 3.5 additional jobs were created.

These are reasons why attracting more of these companies, and helping grow those already here, is a major part of the state's economic development strategy, said Judy McKinney-Cherry, director of the Delaware Economic Development Office.

"This is an industry that has a lot of upside for the future," she said. "It pays well, and has a lot of impact on Delaware's economy."

DEDO, earlier this year, started a health sciences cluster, which includes the medical device makers, hospitals and other health care providers. Part of the group's effort is focused on helping these employers attract the highly educated researchers they need, said Patricia Cannon, the group's leader.

Delaware's top-quality colleges and universities, and the state's high quality of living, have been important factors in helping Dentsply International attract employees to the company's facility in Milford, said Kerri Sebring, a company spokeswoman.

"That's certainly been an asset for us in recruiting associates."

**Copyright ©2007, The News Journal.**